

Message Text

UNCLASSIFIED

PAGE 01 KINSHA 07289 131225Z
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 W
-----126394 131229Z /43
P 131211Z JUL 78
FM AMEMBASSY KINSHASA
TO SECSTATE WASHDC PRIORITY 870

UNCLAS KINSHASA 7289

E.O. 11652: N/A
TAGS: BEXP CG
SUBJ: VIABILITY OF SEMINAR MISSIONS

REF: STATE A-2042 JUN 2, 1978

1. AGRIBUSINESS SEMINAR HELD IN KINSHASA LATE MARCH WAS WELL RECEIVED BY TARGET AUDIENCE, ALTHOUGH SALES WERE LOW BEACUSE OF ZAIRE'S DEPRESSED ECONOMIC STATE.

2. DESPITE TRANSLATION AND INTERPRETATION SERVICES PROVIDED BY COMMERCE AND THE POST, PRESENTATIONS MADE BY COMPANY REPS WHO SPEAK FRENCH WERE FAR MORE EFFECTIVE THAN THOSE WHICH HAD TO BE MADE THROUGH A CUMBERSOME INTERPRETATION PROCESS. COMPANIES WHICH ARE SERIOUS ABOUT DOING BUSINESS IN THE CENTRAL AND WEST AFRICAN MARKETS SHOULD HAVE THE CAPABILITY OF HANDLING WRITTEN FRENCH AT A MINIMUM.

3. COMPANY REPS WHO ARE ABLE TO DISCUSS FINANCING WITH PROSPECTIVE PURCHASERS HAVE A BETTER CHANCE OF SUCCESS THAN THOSE WHO MUST GO FOR CASH SALES.

4. CONDUCT OF SEMINAR AT POST WOULD BE LESS PRESSURED IF COMMERCE WOULD PROVIDE COMPLETE SUMMARY OF SERVICES REQUIRED WELL IN ADVANCE OF ADVANCE OFFICER'S TRAVEL. POST IS CAPABLE OF MAKING INITIAL ARRANGEMENTS ONLY IF IT KNOWS WHAT IS REQUIRED. UNDER LOCAL CONDITIONS IT IS IMPOSSIBLE TO MAKE ALL ARRANGEMENTS IN
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KINSHA 07289 131225Z

THE SHORT TIME THAT THE ADVANCE OFFICER IS ACTUALLY AT POST.
CUTLER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KINSHA07289
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780287-0122
Format: TEL
From: KINSHASA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780765/aaaaccrri.tel
Line Count: 57
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 705ada75-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE A-2042
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2023730
Secure: OPEN
Status: NATIVE
Subject: VIABILITY OF SEMINAR MISSIONS
TAGS: BEXP, CG
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/705ada75-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014